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Irish H & V News

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IRISH H&V NEWS

OCTOBER 1987

IRELAND'S BUILDING SERVICES MAGAZINE

NDG Welcomes New Portfolio of Standards

AS WE went to press Paul O'Shaughnessy, General Sales Manager, New Dublin Gas, told us that the company wholly welcomes the new portfolio of gas standards — there are 34 in all — prepared for the industry by the Gas Standards Technical Committee under the aegis of the National Standards Authority of Ireland (NSAI).

Indeed, Mr O'Shaughnessy pointed out that many of the new measures have already been implemented and that the remainder will be incorporated into gas management/installation procedures as quickly as possible.

Additionally, administration and control over the activities of NDG's authorised contracting panel has also been tightened up while the overall effort as been strengthened with the appointment of a further 20 contractors. This brings the number of authorised installers up to 45, all of whose work will be monitored to ensure adherence with the new directives. In fact, Quality Control Report on every installation will be carried out on the completion of each job.

As a further measure of control the three new packages introduced by the company are only available through installations carried out by authorised installers. These new packages have been devised after consultation with the relevant interested industry sectors and are tailor-made to suit three specific categories — an oil-fired changeover; a solid fuel fired changeover; and a full installation package.

The package prices start at basic stated prices but, the real incentive — and this is something which applies to all three offers — is the 50/50 cash-back arrangement which was devised to help offset the original capital cost involved in the installation.

Simplistically put, what this arrangement entails is that, for the three years immediately following the installation date, the customer is entitled to a 50% reduction on the value of all gas billed on the Supersaver Rate. The principle behind the scheme is to help the customer recoup the original capital cost of the installation.

However, getting back to the recently-unveiled portfolio of gas standards, it's important to point out that they were developed through a consultative process under the NSAI incorporating the expertise and experience of all the interested parties — BGE, the gas utilises, the Irish Gas Association, the LPG Industry, suppliers of the goods and services used in the industry, and the Departments of Environment, Labour and Energy.

Work has been going on in this area for some time now but, at the Minister's request the various Technical Committees of the Standards Committee accelerated their work in recent months, finally bringing their

work to conclusion earlier this month.

The standards cover all aspects of the supply and usage of both natural gas and LPG, specifically covering the areas of:

(a) Transmission of gas in

pipelines from the shore terminal to the city utilities;

(b) Distribution around the city networks;

(c) Services to and installations in all kind of buildings;

(d) Gas appliances of all types, and; *Continued on page 2*

No Smoke Without Fire? — Rubbish!

OVER THE last few months it has come to our attention on a number of occasions the unfair advantage being sought by some business concerns by way of the perpetuation of false stories invented for the sole purpose of downgrading the standing of a competitor.

However, over the last six to eight weeks this trend has accelerated to such a point where the stories now reaching us are downright malicious and potentially very damaging.

Such rumour-mongering causes problems at the best of times but, given today's very trying business conditions, the practice could have lethal consequences for those on the receiving end. Quite understandably the present trading circumstances cause apprehen-

sion and even fear; unfortunately some people have seen fit to exploit this situation.

So remember, when you hear a story — particularly one suggesting difficulties — make an effort to verify its validity before you unwittingly do the dirty work of its instigator by passing it on to someone else.

We're all guilty of falling into the trap of saying ... "You'll not believe what I'm going to tell you about Mr X" or "Guess what I heard about Mr Y at the golf outing yesterday". Given such a scenario — especially in an enclosed and closely-knit industry such as ours — the merest hint of a suggestion very quickly becomes "fact".

So remember, before spreading it about, check it out.



• John English, BTU Captain and Managing Director of Hevac Ltd and Board Member of the J S Lister Group, presenting the Captain's Prize to Frank Cahill following the Captain's Day at Hermitage recently. Also in the picture is J S Lister Financial Director, Paul Dunne. See page 12 for full results and a complete resume of the BTU's latest outings.

PUMPS THAT SERVE THE NATION



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The case for fully insulated ground floor slabs.

PLUMBLINES Page 28



• Past Captains of the BTU Society pictured at Hermitage on 10/7/87. Front row (left to right) - E. McGrannan; Sean English; Garvan Evans. Back (left to right) - Peter Johnston; Tony Gillan; Liam Stenson; and Tony Delaney.



• Chairman Hugh Munro (left) looking on as Oliver Reddy presents 2nd Prize to Larry Kane of Irish Life. See CIBSE News page 17.

IRISH H&V NEWS

IRELAND'S BUILDING SERVICES MAGAZINE

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plumbing and environmental control
industries. Its circulation also includes
energy managers, architects, designers,
sanitary engineers, environmental
engineers, housebuilders and building
merchants in the 32 counties of Ireland.



H&V NEWS

Continued from front cover.



• Ray Burke, T.D., Minister for Energy and Communications.

(e) Use of gas in vehicles.

Minister for Energy, Mr Burke, sees the completion and implementation of these standards as another important step in the drive towards safety. The Minister reiterated his commitment to safety in the Irish gas industry recently, saying that it is vital to have the full confidence of the public on this issue. To ensure that these standards are implemented, the Minister has incorporated a provision in a new order being made under the 1987 Gas Act that BGE must comply with these standards.

These standards have, where appropriate, been examined by Cremer and Warner, VEG — Institute and the Building Task Force, and endorsed as satisfactory. Various improvements, suggested by these bodies, have already been incorporated. They have been developed specifically for Irish conditions but reflect the best in international practice. In several cases the standards are acknowledged to be superior and more up-to-date than the equivalent European standards.

Mr Burke said recently that the standards will be reviewed and, if necessary, updated on an ongoing basis. These or other approved standards of no less stringency will be required to be followed by BGE and all gas installers in future.

The Minister is particularly concerned that the standards are also brought to the attention of all professions and trades associated within the gas industry — engineers, architects, building services contractors, consultants, private and local authority building owners.

• Irish H&V News spoke with NSAI Director Ewing Patterson as we went to press and he promised us a concise breakdown and analysis of the standards for publication in our next issue.

<https://arrow.tu-dublin.ie/bsn/vol26/iss6/1>
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HomeValue Celebration Bonanza



• Bernard Delaney, Chief Executive and Director of AHL with Marion Fitzgerald who performed the official opening of the "First" HomeValue store in Clones, Co. Monaghan. Also in the picture is the store's owner — Brian Curran — whose business trades as Morgan & Co Ltd. However, in keeping with the new image of all the stores in the AHL Group, the business will henceforth trade under the "HomeValue/Morgan & Co" banner. See story for full details.

TO MARK the nationwide launch of HomeValue — the new "ownmarketing banner" of the AHL Ltd Group, a series of nationwide celebration sales were held throughout the country for a two-week period (from 2 to 17 October) by most participating members.

From 2 October last a new specially-conceived image is being presented by all members which emphasises the value-for-money offered prospective customers in terms of product quality, range diversity and price.

To represent this image the name HomeValue was devised and now all members trade under the "HomeValue/Own Name" banner. The nationwide introduction of the HomeValue name took place on 2 October last with special ceremonies being held at many outlets to promote the announcement.

Spearheading this new drive was Brian Curran of Clones whose outlet in the town has

been transformed into one of the most up-to-date, modern stores in the country. On the day in question he was formally opening his new building and had Marion Fitzgerald of the *Irish Times* present to officiate at the ceremony. Senior executives from AHL Ltd also attended, including Paul Miley (Marketing Executive) and Bernard Delaney, Chief Executive and Director.

Brian's investment is all the more significant given his proximity to the Border and the difficulties which this creates. He deserves great credit for taking this bold step in an area which has known little but "doom and gloom" in recent years but regards the new venture as not just an investment in his own company but also in the town of Clones.

"I have great faith in Clones," he said, "that it will rise from the ashes and from the economic difficulties which it has found

itself in recently. I also have great faith that the people of Clones will support their local merchants." Concerning trade in the Border areas, he said: "Merchants along the Border should group together to press the politicians to level the rates VAT, along with other duties and levels in 1992 as proposed by the EEC." This would have a great influence on our trading situation. "Psychologically, people in the Border areas feel that prices are always better North of the Border. That is not always the case."

He believes that in a situation of fair competition Southern traders could expect every success. "It is difficult to compete," he said, "when our purchase prices are dearer South of the Border than North." He recommended that Southern wholesalers must look to their margins in future.

Concerning his new store on which he received many congratulations from trade visitors and locals alike, he gave an indication of the success of his new venture. "I have been tremendously impressed with the impact of the new display methods. We have erected a special door display, from which we have sold 40 already within the last two weeks, and have firm enquiries for 100 more. This," he said, "coming from a zero rate of sales was tremendously encouraging."

While Brian's is perhaps the most unique development to date in the new HomeValue drive, other Group members have undertaken similar exercises in a manner appropriate to their own catchment area.

On the national scale this effort has been supported by advertising and promotional activity including local and national press advertising; local and national radio slots; trade advertising; a direct mail shot to over 200,000 homes; and the distribution of specially-prepared in-store display material, stickers, price tags, etc., all clearly identifying the HomeValue theme in the chosen colours of warm red and green.

• See also "Face to Face" with Bernard Delaney, Chief Executive and Director, AHL Ltd on page 14.

Copper Cylinder Breakthrough

FOLLOWING OUR report last month on the difficulties being experienced in trying to formulate an acceptable set of criteria for copper cylinder manufacture, we can now report that a Draft Specification has in fact been agreed and is presently in the course of preparation for subsequent circulation for comment.

As we said at the conclusion

of last month's report, hopefully all those engaged in copper cylinder manufacture will shortly be doing so according to the guidelines outlined in this Draft Specifications. Obviously — thanks in particular to the efforts of Bob Rees and Eddie Cummins at the IIRS — this situation is now nearer at hand.

No flap – Less hum.



The Humming bird gets its name from the characteristic noise its wings make as they beat together up to 100 times per second, enabling it to fly at speeds of over 70mph and creating quite a stir in the atmosphere.

Fortunately the elegant range of Carrier packaged and split air conditioning units require nowhere near as much energy to run.

And naturally without all the flap produce far less hum.

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Just ask us.

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AIR CONDITIONING**



Carrier 308Q 080 air-to-water heat pump serving the air handling plant at Trabolgan Leisure Centre, Cork.



The swimming pool and restaurant area at Trabolgan Leisure Centre, Cork, conditioned by Carrier.

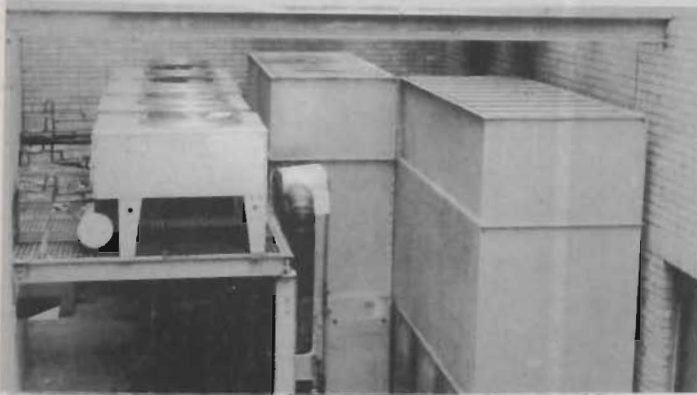


Carrier 10EA centrifugal liquid chillers installed in the headquarters of the Bank of Ireland, Dublin.

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02318 5234

H&V NEWS



• Liebert Series 3000 coolant supply units, adjacent to two Heenan Marley open circuit cooling towers, both supplied by Walker Air Conditioning Ltd.

AIB Banking on Walker

WALKER AIR Conditioning have recently completed a contract to supply the Allied Irish Bank with a total environmental system for their computer suite in Donnybrook.

MacArdle McSweeney O'Malley, the Allied Irish Bank consultants, designed the computer room and heat reclaim installation which Walker Air Conditioning were successful in securing.

Thirteen Liebert System 3 environmental air conditioning units are installed in the various sub-sections of the computer room. These provide a total cooling capacity in excess of 1.4m btu/hr and have run and standby facilities controlled by TNEE automatic changeover panels.

Two Liebert Series 3000 coolant supply units, which are used to cool the main frame computers, are twin-circuit machines with remote heat rejection condensers positioned externally adjacent to two Heenan Marley open circuit cooling towers. These towers are alternately in operation and standby mode and handle the total heat rejection of the two Carrier chillers, via an intermediate stainless steel heat exchanger. The chillers and heat exchanger are mounted in the plant room.

The Carrier 30 HR 110 reciprocating liquid chiller supplies cooling water to the Liebert units and to a Holland Heating air handling unit. The latter is a model HH 4C which provides heating and ventilation in the clearing floor area. This unit is equipped with a Condairsteam humidifier, model ES 760 which provides live steam to maintain the correct relative

humidity in the room.

A Carrier 30 HM heat machine, working in conjunction with the Carrier 30HR 110 chiller, when serving the Liebert units will give water off the condenser circuit at 72°C. This heat which would be normally rejected in summer time, is used for space heating in winter as required.

Each Liebert environmental air conditioning system is equipped with controls to indicate and monitor temperature, humidity, condenser pressure, dirty filters, air flow and humidifier problems. Each of the chilled water circuits is provided with 'Liqui-TECT' solid state water sensors positioned under the raised access floor. Field installed 'Liqui-TECT' sensors activate "local alarm" visual display and audible alarm on the Mode Alert system. Each sector has a temperature/humidity 7-day recorder to give visual indications of temperature and humidity.

Grundfos Holiday Winners

THE GRUNDFOS Holiday Bonanza continues this month with the latest winners being as follows:-

Merchants' Counter Hand — Eddie Murphy, PLM Ltd, 82 Terenure Road East, Dublin 6.
Contractor — Gerry Keegan of Gerry Keegan & Co Ltd, 154 Carriglea, Firhouse, Dublin 24.

They each receive a holiday voucher entitling them to a weekend in London for two, plus £100 Sterling spending money.

Interclima — 8/15 December

FOR ITS 10th anniversary, Interclima will be held from 10 to 15 December next in Hall 1 at the Porte de Versailles Exhibition Centre. Interclima is organised jointly with BATIMAT, which will be held from 8 to 15 December. Once again, both exhibitions will make up a unique show where all building specialists will be able to see and compare materials, products and equipment necessary for their trade.

Throughout the 52,800 sq m surface area of the largest hall in Europe, over 800 industrialists from 22 countries will present the latest equipment related to the use of both traditional and new forms of energy. In this efficiency, cost and comfort-conscious sector, Interclima will be the unique way for specialists to obtain vital information on the latest technical developments.

The equipment and techniques on show are divided into four main sectors:

Heating — Boilers and accessories; Burners and accessories; Heating installations; Floor and ceiling heating systems; Heating appliances; Electric, gas, solar, oil-fired heating; Heat pumps; Tanks and cisterns; Heating water treatment; Insulation materials; Corrosion and scaling protection; New forms of energy: biomass, wind, geothermal, solar; Heat recovery systems; Pumps, taps and fittings for heating systems; Tools.

Kitchen and bathroom water heaters — Electric, gas, oil-fired, solar.

Refrigeration, ventilation, air conditioning — Refrigeration equipment and machinery; Industrial refrigeration equip-

ment; Water coolers; Iced water production units; Liquid cooling and condensation units; Hot air generators; Exchangers; Ventilators; Air conditioners; Air ducts and diffusers; Controlled mechanical ventilation; Dust removal and gas purification equipment; Industrial dryers; Air filters; Miscellaneous accessories. Regulation, measurement and control equipment — Temperature regulators; Control and safety systems and units; Measuring instruments.

"Energy Concourse" — On the outside piazza, a display structure will feature solar energy in relation to traditional techniques and contributions. This "energy" concourse will be organised in conjunction with Batimat, as regards the introduction of technical components into the building trade.

The Climacarte — The new formula Climacarte is more reliable and offers more services. It is a magnetic information card similar to a credit card, which bears the name and profession of each visitor who applies for it. It has a new magnetic reading system which is faster and more reliable. It will permit an easy exchange of addresses between visitors and exhibitors. It will enable visitors to keep a record of their contacts on the stands and exhibitors to compile a useful mailing list for a follow up of information.

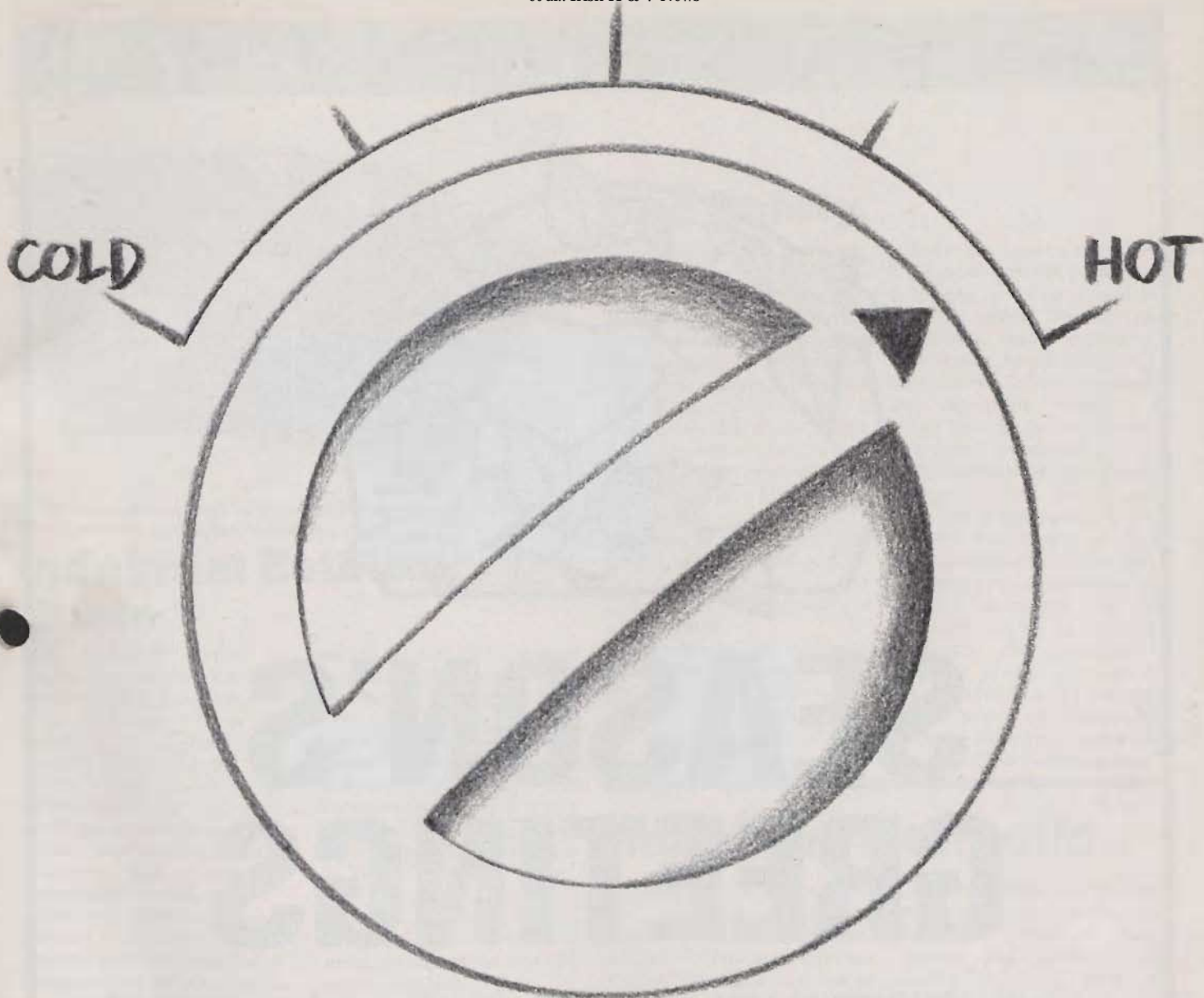
The Climacarte is not only an information card. It will also be a Passcard allowing the bearer immediate and free entry to both the Interclima and the Batimat exhibitions.

Scanpump Acquire Pullen

THE ENTIRE shareholding of Frederick A Pullen (Holdings) Ltd has been acquired by Scanpump AB, the Swedish pump manufacturer.

Pullen Pumps "will continue to serve its customers with cost-effective and quality centrifugal pumps and pumping systems,

spares and service," according to a spokesperson. "The backing of Scanpump will enable Pullen to further improve and broaden its delivery programme through product development and rationalised production," he said.



Electric heat pumps blow hot and cold to save you money.

If you're in business, you can manage better with electricity. For lighting, naturally, for keeping computers computing and for totting up at the end of each day. And clean, convenient electricity helps to create a more pleasant, working environment for customers and for staff. Electric heat pumps, for example, provide heating and cooling giving you hot air in winter and cool air in summer. They provide the most energy efficient way to cool and heat your business premises. They have the unique ability to transform one unit of electricity

consumed, into 3 units of heating. Using the night-rate (electricity at less than *one third* the normal price) heat pumps produce the cheapest form of heat available. And with the recent price reductions night-rate electricity is now cheaper than it was in 1982. You can install electric heat pumps anywhere, on the roof or on the wall and they are suitable for all types of business premises, from banks to boutiques, offices to restaurants and a whole lot more. No fumes, no fuss, just a flick of a switch, simplicity itself.

And that's not just a lot of hot air! Find out more about electric heat pumps by contacting your local ESB Office or phone the ESB Commercial Advisory Service at (01) 765831 Ext. 7236. You can also fill in and return the FREEPOST coupon below.



Customer service.
Electricity brings living to life.

Published by ARROW @ TU Dublin in 1987

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NEXT MONTH



SEASON'S GREETINGS

Yes it's that time of year again (well almost) and the purpose of our raising the matter is our annual "Seasons Greetings" pages, whereby we insert the business cards of those interested in the relevant pages. Unfortunately, last year we had to curtail the number of pages we allocated to this section to nine pages and there will also be similar pressure for the November/December issue. Consequently, bookings will be accepted on a "first come" basis and the cost has been retained at £75 per card. However, for cards received accompanied by a cheque made payable to Pressline Ltd in time for our copy deadline of November 16th next, the amount payable is £70. Additionally, we hold the cards provided as copy for last year and in such cases a simple telephone call will guarantee inclusion. The insertion of more than two cards also qualifies for a reduction.

**FOR MORE INFORMATION CONTACT JOE WARREN
AT 01-831596**



• The second edition of *Duffy's Directory of Industrial Estates (Dublin Area)*, recently published by Meridian Publications.

Industrial Estates Guide

THE SECOND edition of *Duffy's Directory of Industrial Estates (Dublin Area)* has now been published. Those in business throughout the country who found the first edition of this publication an indispensable aid to their marketing programmes, as well as a frustration-eliminating time-saver, will undoubtedly welcome this latest update.

The new Directory follows the same easy format as the first edition but has been substantially expanded to include an extra 15 estates (making a total now of 65); a listing of some 600 extra companies, making a total listing of over 1900 and a contact personnel listing of 85% of all the companies, an improvement on the 25% listed in the earlier book.

As in the first edition, the new guide has an easy to follow

stepped format, with a general map of the Dublin area showing the estates, small scale location maps for route planning and large scale maps of the estates themselves with the unit occupancy indicated. The accompanying listing of nearly 2000 companies — which are numerically keyed to the maps — include company names, their primary and secondary products and/or services, telephone, telex and fax numbers, hours of business and contact personnel.

Bus routes are added as an extra feature. Sites and vacancies in the estates are also included.

Duffy's Directory of Industrial Estates (Dublin Area) second edition is published by Meridian Publications and costs £14.

TCS&D '87 at G-MEX

SUPPORT FOR TCS&D '87, the only specialised event of its kind in Europe, has exceeded all expectations with over 95% of space sold to date.

Organised by International Symposia and Exhibitions Ltd, the 4th Temperature Controlled Storage and Distribution Exhibition is being held on the 3rd to the 5th November 1987, at the Greater Manchester Exhibition Centre (G-MEX Centre).

TCS&D '87 is being sponsored by two of the

industry's leading organisations — Transfrigoroute United Kingdom and the National Cold Storage Federation, as well as the journal *Temperature Controlled Storage and Distribution*.

Over 75 companies will be displaying products and services exclusively devoted to the transport and distribution of perishable products. TCS&D '87 will provide a compact marketplace in which to view so many diverse services.

Fire Safety

TO COINCIDE with the annual National Fire Safety Week, which commenced on Monday, 5 October last the Apex Fire Group held an "Open House" at their premises at Greenmount Industrial Estate, Harold's Cross Road, Dublin 12.

Apex Fire offer a 3-in-1 Home Fire Prevention Kit, which includes a self-contained BRK smoke detector; a SICLI PSI 1-kilo store pressure fire extinguisher (which is lightweight, easily-handled and rechargeable) and a 3 ft x 3 ft fibreglass fire blanket (packed in a PVC wallet).

Most homes are decidedly under-protected against the possibility of fires while smoke detectors are not installed — and not even thought of — in very many cases.

Senior management executives from Apex Fire will gladly and freely give advice on all aspects of Fire Safety. The correct products to install and where they should be sited, together with information on how often they should be serviced and where this can be carried out, is available on request.

Apex Fire is an Irish owned company which has grown successfully since its foundation in 1973. It currently employs over 40 fulltime people. Its sales engineers provide a nationwide network throughout the 26 counties and its service engineers can provide a complete design, commissioning, installation and a back-up service facility, which embraces both the domestic, commercial and the industrial fire markets.

Heating at Interbuild

HEATING, VENTILATING and air conditioning at Interbuild '87, (22-28 November) at the National Exhibition Centre, Birmingham, is one of the strongest sections at the show. Over seven days buyers and specifiers can meet a wide range of suppliers of heating, ventilating, air conditioning and plumbing equipment in the wider context of the most comprehensive building and construction exhibition in the UK.

Heating at Interbuild has reached a record size this year. Now situated in Hall 1 where it has gained space to accommodate more exhibitors, the

section has grown by 10% since 1985. Market leaders such as Pilkington Insulation, Baxi, Vaillant and Potterton, all traditional exhibitors at Interbuild, are joined this year by many new faces. These include Stelrad, Burco, Casaire, Ambirad, Faral Tropical and Craxton & Garry.

Heating, ventilating and air conditioning at Interbuild provides a unique opportunity for buyers from all sectors of the industry to view and compare foreign and British equipment and services. Interbuild '87 promises to be an important event for this specialist industry.

Pensotti goes to H&V Distributors

H&V DISTRIBUTORS Ltd have been appointed sole agents and distributors for Pensotti oil and gas central heating boilers. Pensotti have been manufacturing cast-iron boilers for well over 100 years and offer a comprehensive collection of domestic and industrial heating boilers.

These boilers achieve over 90% efficiency which is obtained with a perfect gas-tight seal on each section, all of which are produced with a special cast-iron obtained exclusively in electrical furnaces.

These new boilers complement H&V's present range of quality products.

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H&V NEWS

Grundfos Launch Series 200



• Denis Walshe, General Manager, Grundfos (Ireland) Ltd, with Svend Poulsen, North European Regional Director, Grundfos Denmark who was in Dublin for the launch.

AT A special reception in the Martello Room at Jurys Hotel, Dublin, on 29 October last Grundfos (Ireland) Ltd held a reception to mark the introduction of the new Series 200 multi-speed commercial heating circulators. Present were the country's leading architects and consulting engineers while senior executives from Grundfos in Denmark were also present.

Proceedings began with refreshments which were shortly followed by an introduction by General Manager Denis Walshe and an illustrated presentation by Bjarne Olsen, Product Line Manager, Light Circulators, Grundfos Denmark. Thereafter a brief question and answer session followed before those present broke up into smaller groups for further refreshments and discussion.

The Grundfos multispeed commercial heating circulators have now been further developed to simplify installation and operation. The pump's head incorporates significant advances in electronic control to make this range not only energy efficient, but even easier to install and to operate.

Every multispeed circulator incorporates three duty ranges and these can be changed manually by lifting and rotating the speed selector plug; or automatically when controlled remotely.

When used in conjunction with appropriate controls, Multispeed circulators can

tailoring motor speed to system requirements. Fluctuations in ambient temperature can account for increasingly high running costs in heating systems. This is where Multispeed's three-speed duty range really saves energy. For example model UPC80-120 requires 2020 watts input at speed 3, 1985 watts at speed 2 and only 665 watts on speed 1 — a reduction in power consumption of over 65%.

In addition to On/Off, Manual and Automatic switching provided on the terminal box cover, Grundfos have incorporated a heat sensing overload switch in the motor terminal block, thus protecting the motor against burn-out. Resetting the motor can then be carried out manually or automatically as required. This facility thus eliminates the need for additional external protection, and simplifies electrical installation.

C&F Consolidate

ALWAYS STRONG in the domestic sector, C&F Ltd have now consolidated their product portfolio with the acquisition of a number of new agencies in recent months which have established a firm foothold for the company in the industrial/commercial sector.

In doing so John Duignan also expanded on the staff front and now has an additional

number of experienced personnel, each of whom has a specific area of responsibility within this sector.

Irish H&V News has already reported C&F's appointment by Modular and also their diversification into electric heating and even white goods by way of the Super Ser brand.

However, latest acquisitions have been Ray Autoflame and Reznor.

These latest developments are

in keeping with the company's policy of dealing only in "brand-leader" names and reflects John Duignan's determination to position C&F Ltd as one of the principal market suppliers of quality products in the IC sector.

Always strong in Dublin and the Leinster region, the company has now strengthened its nationwide penetration and is thus equally-successful throughout the entire country.

Optimax by Maxpro

MAXPRO RIEPE GmbH (Ltd.) is a new manufacturing company based in Kinsale operating since January 1987 with its head office in Hamburg, West Germany.

While Managing Director — Mr Claus-Wilhelm Riepe — was fitting oil-fired central heating to his new bungalow in Sneem, Co Kerry some time ago, he discovered that it was not operating efficiently and was sooting up the boiler, resulting

in wasted oil and heat.

Out of the need to adjust his central heating and being an engineer by profession, he set to work examining what was required and, as a result, invented "Optimax".

Optimax is a DIY Test Kit for adjusting oil-fired central heating and was designed for the 99% of the public who understand very little about their home central-heating oil-burners.

Forthcoming Events This Autumn

DATE	ACTIVITY	VENUE
Fri. Nov. 6th	ANNUAL DINNER: Guest of Honour — Dr. Michael Woods Minister for Social Welfare	Lansdowne Rugby Club 7.30 pm for 8.00 pm
Thurs. Nov. 12th	TECHNICAL EVENING: "Asset Management — Terotechnology Approach" — Joint paper by Tony Nevin and Brian Taffe, Aer Rianta	Engineers Club Clyde Road, D. 4. 6.00 pm for 6.30 pm
Fri. Dec. 17th	TECHNICAL EVENING: — The Wit and Wisdom of Bernard Hodges	Engineers Club Clyde Road, D. 4. 6.00 pm for 6.30 pm

CIBSE 1987/88 Committee

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NEW PRODUCTS — LITERATURE

Low Differential Pressure Transmitter



• The Dwyer 604 two-wire low differential pressure transmitter from Manotherm Ltd.

The new Dwyer Model 604 two-wire low differential pressure transmitter provides the "no-hassle" solution to a variety of OEM and HVAC air pressure and flow control applications. It is small and lightweight but provides overpressure protection to 50 psi, even at the lowest full span range of 0.1" wc!

The filled nylon housing features tough barbed pressure connections that

won't break off, plus sturdy mounting feet for quick, easy installation on any vertical surface. A side housing with a tamperproof captive-screw cover provides convenient access to the screw-clamp electrical connections and the zero and span adjustments.

While the 10 to 1 turndown provides wide field adjustability, the Model 604 is available in standard factory calibrated ranges of 0.5", 2.0" and 10.0" wc. The maximum range is 20.0" wc and overall accuracy is $\pm 2\%$ of full span over an ambient temperature range of 20° to 120°F. Power supply requirement is 12-35 VDC with the two-wire 4-20 mA output signal limited at 38 mA maximum.

Details from Manotherm Ltd, 4 Walkinstown Road, Dublin 12, (Tel: 522355); Telex: 93388; Fax: 516919.



• A section of the 110 mm socketed pipe and the Universal Gully now available in the Wavinsewer range from Wavin.

Wavin Integral Sockets

New integral socketed pipes and fittings have been introduced to its Wavinsewer range by Wavin, Ireland's largest manufacturer of uPVC pipe systems.

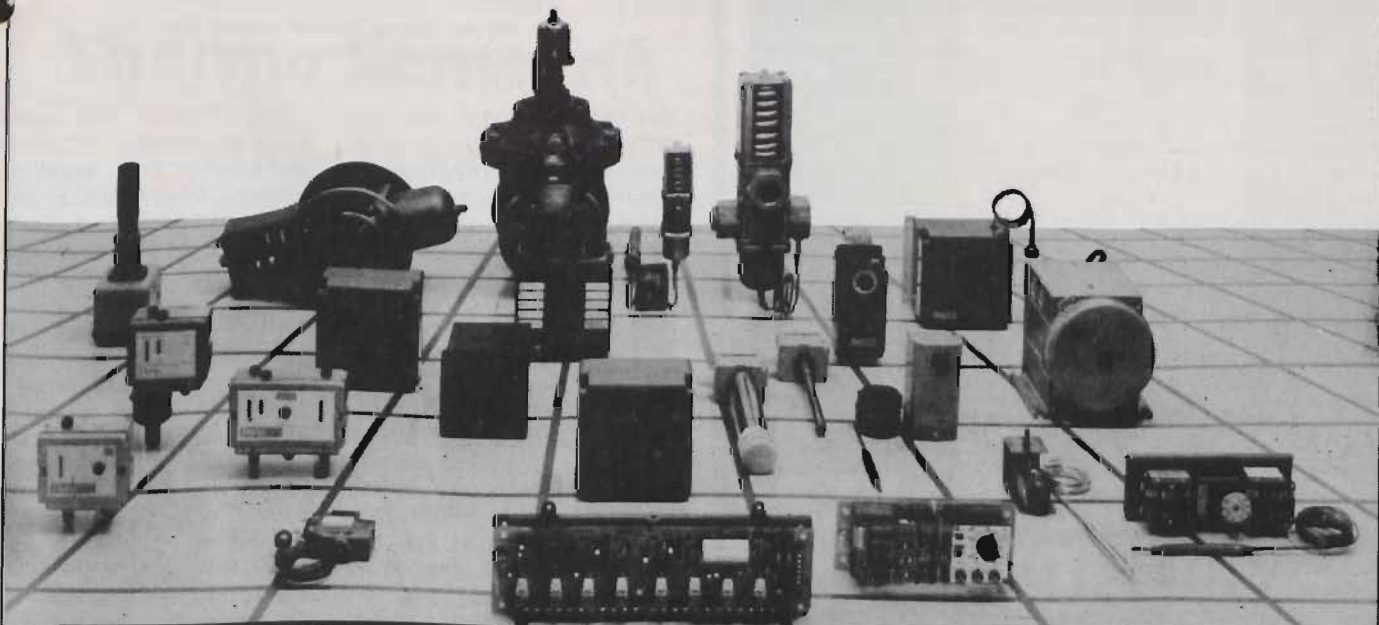
The new Wavin integral socketed sewer pipe is available in seven diameter sizes from 110 mm to 450 mm and can be supplied in either 6-metre or 9-metre lengths.

The integral sockets will reduce the time required to lay the pipe and the use of Wavin's fixed-ring system will ensure secure jointing.

By introducing a Universal Gully to its sewer range of fittings, Wavin now offers two gullies which together provide every permutation required. The Wavin Universal 50 mm variable height

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Manotherm Ltd., 4 Walkinstown Road, Dublin 12, Ireland, Phones: 522355 - 522018 - 522229, Telex 93388, FAX 516919.

Published by ARROW@TU Dublin, 1987. Blackrock Park, Belfast BT6 0HL, Northern Ireland, Phone: 645966.

NEW PRODUCTS — LITERATURE

hopper; a height extension using 110 mm pipe or riser; a single swivel 110 mm Wafix inlet; additional swivel inlets using cutouts plus rainwater; and waste connections.

As with the traditional Wavin gully, the Universal Gully has a variable outlet for minor adjustments and accepts a range of outlet bends.

New Road Gully

Also new to Wavinsewer is an extremely durable Road Gully. Easy to install, this high-impact resistance gully comes in two sizes — 350 mm and 450 mm. It has an anti-floatation collar and an optional clip-in-trap. It accepts 160 mm pipe.

Details from Wavin Ireland Ltd, Balbriggan, Co Dublin, (Tel: 412260).

Designs for the Disabled

In response to an ever-increasing demand for special-care products for disabled and able-bodied persons, Shires now distribute a range of purpose-designed bathroom equipment from Pressalit Rehab and IP Lund, both from Denmark.

Pressalit Rehab manufacture a range of bathroom products specially designed to give elderly and disabled persons a higher degree of independence in the bath-

room. This range includes height-adjustable wall mountings for washbasins; various toilet supports; raised toilet seats and grab rails. These products are available in different colours.

Also, there is a wide range of specially-designed taps from IP Lund, suitable for hospitals, institutions and private homes.

For further information contact Adrienne Mulloy or Ken Crowther at Shires Ireland Ltd, (Tel: 518877);

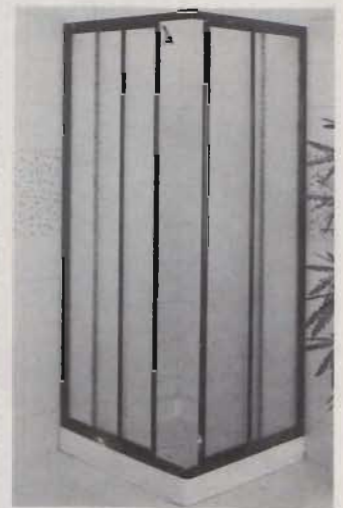
Corner Entry

R T Large & Son Ltd have introduced their new "Afrodite" corner entry shower screen to the market. It has a magnet closure and is composed of one fixed and one sliding panel, on each side.

It features a silver or bronze aluminium frame with attractive raindrop effect on perspex panels. Adjustable, it can fit 27", 30" and 31" shower trays.

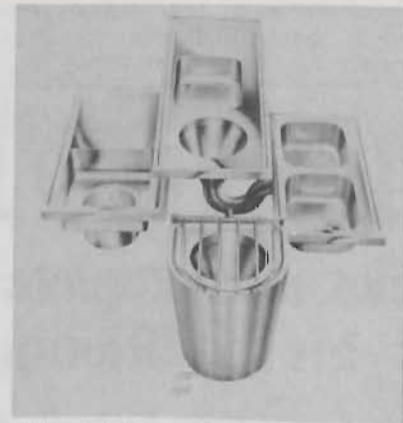
The "Alia" 3-Panel sliding door should also prove a winner, and comes in three sizes to suit 27", 30" and 31" shower trays. Colours: silver and bronze.

Details from R T Large & Son Ltd, Spitalfields, Dublin 8, (Tel: 541699/541760).



• The new 'Afrodite' corner entry shower screen from RT Large & Son

Sissons with Hospitals



• The full Sissons hospital sanitary-ware range is available from Shires Ireland.

Shires Ireland Ltd are the sole distributors for Sissons Stainless steel products in Ireland and as such now offer the Sissons range of highly-developed hospital sanitary products and theatre and ward furniture.

The Sissons sanitary range incorporates hospital pattern disposal units in various sizes, domestic services disposal units, plaster sinks, scrub-up troughs and a variety of sinks with either single or double bowls. The disposal units can be mounted with either rear entry flushing downpipe for duct mounted cisterns or top entry for surface mounted models.

The theatre and ward furniture range comprises instrument and dressing trolleys, bowl stands and swab racks, soiled linen trolleys, infusion stands and examination couches and chairs.

All Sissons products are manufactured to meet the high hygienic standards which the hospital market demands and are currently being supplied to a large number of hospitals and private clinics throughout the country.

For further information contact Adrienne Mulloy or Ken Crowther at Shires Ireland Ltd, (Tel: 515877); Telex: 31337; Fax: 515534.

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NEW PRODUCTS — LITERATURE

Danfoss RA 2000 Series

RA 2000 is a new Danfoss range of radiator thermostats purpose-built for the discerning specifier to withstand the rigours of the commercial environment. To meet these demands all thermostatic elements have a concealed locking and limiting facility, and for more public locations a tough, almost indestructible tamperproof version is available. The thermostatic elements are designed with the unique Danfoss bellows system which cannot be easily dismantled.

Features are:

- Robust, attractive, unobtrusive;
- Danfoss quality;
- Danfoss accuracy;
- Comprehensive range of remote sensors;
- Low maximum temperature elements;
- Comprehensive range of



• An example from the new Danfoss RA 2000 series which is now available from J J Sampson.

valve bodies for one and two pipe systems.

Danfoss have more than 30 years experience in the design and manufacture of radiator thermostats and this expertise has been fully utilised to produce RA 2000 — a quality range of radiator thermostats with extra features at just the right price.

The perfect partner for Ireland's best selling radiator

thermostat.

The RAVL-S' series — This is a stylish, robust easy to use, no-nonsense range of radiator thermostats. The thermostatic elements in the RAVL-S' incorporates the unique Danfoss bellows system which provides accuracy and reliability of control second to none.

Details from J J Sampson & Son Ltd, (Tel: 268111).

Super Ser Electric Heaters

In addition to the Super Ser range of mobile gas heaters, catalytic heaters and white goods now being distributed by C&F Ltd comes a range of electric heaters which are also made in Pamplona, Spain.

In all a choice of four different models is offered — the mobile triple panel with 1500 watt output; the mobile quadruple panel unit with a 2000 watt output; the wall-mounted 500 watt single panel model; and the 1000 watt double panel unit, also designed for wall mounting.

All models in the range are manufactured to exacting standards and are finished in a stylish beige colour for easy matching with interior decor schemes.

They are distributed by C&F Ltd, Unit G7, Chapelizod Industrial Estate, Dublin 20, (Tel: 264917); Telex: 31641.

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Captain's Prize — Hermitage Golf Club

Given the popularity of reigning Captain John English, it was hardly surprising that the turnout on the day at Hermitage Golf Club was exceptional with 65 people playing throughout the day and many more participating later at the meal.

Conditions were quite good and encouraged some fine performances. It was also appropriate that this outing — on the Captain's Day — be sponsored by the J S Lister Group of which John English is a Board Member, being also Managing Director of Hevac Ltd. Also in attendance on behalf of the Group was Financial Director Paul Dunne.

As one would expect, the quality of the prizes was extraordinary, the main centerpiece being the beautiful Cavan Crystal tablelamp which went to overall winner Frank Cahill.

Full results were as follows:-

Winner — Frank Cahill (35 pts) from Dennis Brown on the back nine.

Class I — 1st Liam Gleeson (35 pts) H 11; 2nd Brian Farrell (34 pts) H 4 Society H Last 6; 3rd Michael Wise (34 pts) H 9.

Class II — 1st Dennis Brown (36 pts) H 14; 2nd John Loughlin (35 pts) H 14 Last 2; 3rd Gerry Baker (35 pts) H 12.

Class III — 1st Michael McDonagh (35 pts) H 24 back nine; 2nd John Lawlor (35 pts) H 19; 3rd Shay Kearney (34 pts) H 17.

Visitors — 1st Gerry Brannigan (36 pts); 2nd Tom Whaler (35 pts).

Back Nine — 1st Des O'Sullivan (19 pts); 2nd Mick Devoy (18 pts) last 3.

Front Nine — 1st Peter Reynolds (19 pts); 2nd Gerry

Wheeler (18 pts) last 6.
<https://www.tcdublin.ie/bn/vol26/iss6/1>
 DOI:10.21427/D7C12Q



• Captain's Day, BTU (10/7/87) — Winner of Class 1, Liam Stenson, receiving his prize from Captain John English. With him is Paul Dunne, J S Lister Financial Director.



• BTU Captain's Day (10/7/87) — Winner of Class 2, Denis Brown, receiving his prize from Captain John English. Also pictured is Paul Dunne, J S Lister Financial Director.



• Captain's Day BTU (10/7/87) — Winner of Class 3, Michael McDonagh, receiving his prize from Captain John English. Also in the picture is Paul Dunne, Financial Director, J S Lister Group.



• Brendan Stack, BSS, presenting Gerry Baker with his prize. Looking on is Captain John English.



• Brendan Stack, BSS with Teddy Bourke and Captain John English.



• BSS Day, DunLaoghaire Golf Club (8/9/87) - Ray Byrne, overall winner on the day receiving his prize from Brendan Stack of BSS. Also in the picture is John English, BTU Captain.

BSS Outing — Dun Laoghaire

The BSS-sponsored outing at Dun Laoghaire Golf Club was blessed with very fine weather with the result that scores were higher than had been the case for some outings back.

Brendan Stack was host for the day and he and his team did the participants proud, especially during the meal afterwards.

There was a very strong competitive edge to the day as the following results indicate.

Winner — Ray Byrne H 15 (40 pts) Back Nine Jim Smith.

Class I — 1st Gerry Baker H 11 (39 pts) S. H; 2nd — Ted Bourke H 9 (38 pts); 3rd — John Hantes H 12 (37 pts).

Published by ARROW@TU Dublin, 1987

Class II — 1st Jim Smith H 13 (40 pts); 2nd — Cathal Connolly H 13 (38 pts); 3rd — John Fitzgerald H 16 (36 pts).

Class III — 1st Tom Scott H 19 (38 pts); 2nd — Shay Kearney H 17 (35 pts) 5 H Back Nine; 3rd — Des O'Gorman H 17 (35 pts).

Visitors — Albert Flaming H 21 (34 pts) Back Nine; Tom Lappin H 9 (34 pts); Brian Taffe H 21 (33 pts) Back Nine T Dalton.

Back Nine — 1st — Brendan Sheehan H 15 (21 pts); 2nd — Eamonn McGrattan H 10 (20 pts).

Front Nine — 1st Tony Gillen H 12 (20 pts) Last hole; 2nd Liam Stenson H 11 (20 pts).

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FACE TO FACE

BERNARD DELANEY

Looking To The 1990s and Beyond

Despite being less than 20 years in existence, Associated Hardware Ltd — or AHL as it is more commonly known — is now Ireland's foremost independent group of builders suppliers, merchants and hardware retailers. Numbering well over 50 members in all, AHL has gone from strength to strength since its formation in 1973 and now occupies an extensive purpose-built headquarters situated in the heart of Dublin's industrial/commercial centre in Clondalkin just off the Naas Road.

To an outsider it would appear as if the fortunes of the Group have taken a quantum leap forward in the last couple of years but, what in fact took place over the period in question was the culmination of the very detailed planned growth pattern which has been slowly but securely built on over the years. However, it was opportune that, as this prolonged effort came to fruition, AHL had just appointed a new Chief Executive and Director in the person of Bernard Delaney.

He is now at the helm for a little over two years and in that time he has overseen a consolidation and development process which now sees AHL firmly positioned to confidently go forward into the next decade and beyond.

Outside of his obvious business acumen and management ability, what Bernard Delaney brought most of all to the AHL Group was an outsider's view. His career has been varied with an involvement in many diverse industries since qualifying as a certified accountant. However, he has always busied himself with financial management and its practical



• *Bernard Delaney, Chief Executive, Director, Associated Hardware Ltd.*

application to the successful running of a business rather than concentrated on the pure academic aspects.

"Given my background", he says, "it was a very bold and brave decision of the AHL Board to appoint me to my present position. It marked a significant deviation for them and as such was a courageous move. For my own part though my appointment was ideal, especially given the manner in which I — as an outsider — was so readily accepted by the rest of the Group.

"Indeed, what I inherited on assuming my appointment was a vast wealth of knowledgeable and experienced people, all of whom worked closely together in perfect harmony with the welfare and betterment of AHL being the unified objective of all. With this level of constructive support behind me, the

significant degree of progress we as a team here at AHL have made in recent years is not at all surprising."

The origins of AHL Ltd go back to 1973 when a group of concerned hardware retailers got together to form a buying consortium to improve their purchasing power and thereby compete on a more equal footing with the growing competition arising out of the ingress of the supermarkets and even some wholesalers into what was traditionally their market area.

Such was the enthusiasm and drive of the original founder member that AHL grew at an unprecedented rate to a point where it now has an annual turnover in excess of £14 million. Along the way its obvious strength attracted more and more new members and it is this commitment and aggressive activity towards the betterment of all involved which has led to it achieving the position of strength it now occupies.

Despite AHL being a limited company, its aims and purpose have remained the same. Indeed, the objective of pursuing a strong buying position on behalf of members is perhaps now more important than ever.

Presently AHL boasts a team of very experienced buyers with key contacts locally and throughout the world. Through them, members have a vast pool of buying expertise at their finger-tips when it comes to buying unusual products, sourcing items outside the country or merely looking at existing products which they have not stocked to date and with which they are unfamiliar.

Indeed, most members have substantially improved their

individual growth rate by simply adding to their range, new products introduced to them by the Group.

Wherever possible, products are purchased locally. AHL have adopted a firm policy of actively supporting Irish manufacturers and distributors. Moreover, by placing steady orders with guaranteed on-time payment they have been instrumental in helping a number of smaller manufacturers establish themselves. Presently, the proportion of Irish-sourced goods in the product portfolio is 70%.

Nonetheless, given the vast extent of the total product portfolio, AHL are also major importers of goods not manufactured in Ireland and by buying in container loads, ensure that members achieve maximum bulk discounts on such items. Additionally, AHL are Irish Agents for the French company De Dietrich, who are the largest suppliers of solid fuel cookers in France, and who have established an enviable reputation for quality in the Irish market.

"On my arrival", says Bernard, "what we initially did was to improve and tighten up the basic control structure and method of operation within the Group in order to

maximise our buying power and streamline the whole process of order receipt and despatch. In this respect we had two objectives — to increase our buying power and thereby improve the nature of our selling service.

"First and foremost we concentrated on getting the product mix right, on ensuring that AHL Ltd as a supply company was capable of providing individual members with the diversity of product they required at the right availability and quality at competitive prices.

"You must understand that AHL Ltd is an independent limited company and that, while the individual members are shareholders, they are under no obligation to make purchases from us. Of course it strengthens our position when the vast bulk of them do but, on the other hand, it's not commercially realistic to expect them to deal with us if they can purchase more competitively elsewhere. Admittedly the situation was something of a chicken and egg scenario but, with some careful management and optimisation of our buying strength, we were able to present members with product packages which they simply could not

refuse.

"Indeed, this process has now been developed to a point where — at the members own suggestion — we now have an agreed number of lines which members purchase exclusively from us. This in turn has further strengthened our position and we are now especially competitive in the more price-sensitive product categories.

"Having completed this process and arrived at the stage where our 'internal' *modus operandi* was running smoothly and effectively — though there is always room for improvement — we turned our attentions to identifying other services we could provide for the members.

"After much investigation and discussion, we came to the conclusion that perhaps the best contribution we could make — especially given present marketing trends — would be to assist members in selling on the product. After all, we had made great strides in getting product to them of the right quality and price; so, why not now turn our attentions to the consumer end?

"On a more immediate basis we were also conscious of the fact that the major supermarkets and multi-

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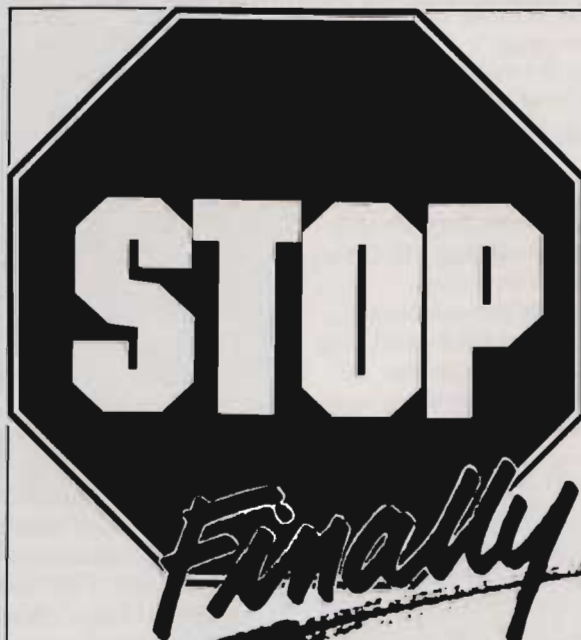


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stores were turning their attention to our traditional products lines on an ever-increasing frequency. Consequently, a policy of 'retaliation in advance' was decided on and this brought together the answer to both issues.

"The net result of all our efforts was a decision to create a unified consumer identification which would establish once and for all in the buying public's mind our position as the most reliable and service-oriented product suppliers in the hardware and sanitaryware sector. And so HomeValue was born (see also page 2 of this issue).

"Essentially, what HomeValue involves is the creation of a nationwide awareness of our members stores and a confidence in the shoppers' mind that, when they buy from a HomeValue store, they are being serviced not just by that particular outlet but also benefitting from its position of strength as part of a nationwide network.

"HomeValue is a brand new retail corporate identity adopted for itself by AHL which is being aggressively promoted and carried through in Group advertising, stationary, members' transport, own-brand products, individual shopfronts, display material and indeed anywhere else suitable opportunities present themselves.

"However, it's important to realise that it is a joint effort with each individual retailers' outlet. HomeValue does not replace that traders name but is rather strategically incorporated into his present shopfront or logo so that it is still preceived as an outlet guaranteeing that personal touch.

"Getting back to the Group itself, AHL is totally owned by the members, each of whom is an equal shareholder entitled to avail of all the services offered. Funding has always been provided from the members themselves and so borrowing has been kept to a minimum. Originally it was set up as a non-profit organisation but now the objective is to provide and cater for members' needs while at the same time creating the financial means to allow for further development and expansion.

"The operating policy of the company is determined and approved by the Board of Directors who are, as in all professional company situations, elected from among the shareholders in the normal way at the AGM. I have been very fortunate since my arrival here in having an extremely hard-working and dedicated group of men on the Board



• An interior view of Brian Curran's new HomeValue/Morgan & Co outlet in Clones, Co Monaghan.



• Group pictured outside Brian Curran's premises prior to the official opening ceremony.

members and this has helped me immensely.

"We meet formally at least once a month for a full day and having such experienced members on the Board ensures we are always in touch with what is happening at the sharp end of the market. First-hand experience is essential is dealing with today's market situation and this we have in abundance.

"The main body of the membership also get together occasionally and this is happening at an accelerating rate, especially for seminars and educationals. Just recently we held a session in the Green Isle Hotel in Dublin which covered everything about running an efficient business from making VAT returns to determining one's profitability and this proved invaluable. In addition to

what members learned from the expert lecturers present, the high degree of inter-action between those participating led to all sorts of exchanges and advice.

"The frequency of such seminars will be increased in the coming 12 months while we are also in the process of organising a course for shopfloor sales staff in association with AnCO."

As the foregoing indicates, AHL would appear to have gained in strength rather than suffered from the recent recession but, as it also indicates, it was achieved through a great deal of very hard work and the unfaltering commitment of all concerned. It is an achievement of which they should be proud and one which deserves the future success the coming years undoubtedly hold in store.

CIBSE NEWS

GOLF OUTING AND LADIES EVENING

Hermitage Club was once again the venue for the CIBSE Autumn Golf Outing and Ladies Evening. The sun shone brightly for the 72 golfers who participated (well at least for the winners) and an excellent response of 156 diners ensured the success of the evening. Musical entertainment by the Capitol Showband brought back

happy memories for many.

Ladies first golfing prize went to Pat Egan with a score of 27 points on the back nine. Brendan Sheehan (37 pts) won the Chairman's Prize and Tony Gillen (39 pts) the O'Neil Cup. Sponsorship was not sought this year in appreciation of the continuing generous support for the annual Nuremore Summer Conference.

The event was organised by Michael Curley, ably assisted by Eddie Egan and Gerry Baker.



● Chairman, Hugh Munro presenting the ladies prize to winner Pat Egan.



● P J Doyle presenting the O'Neill Cup and Perpetual Trophy to Tony Gillen, overall winner.

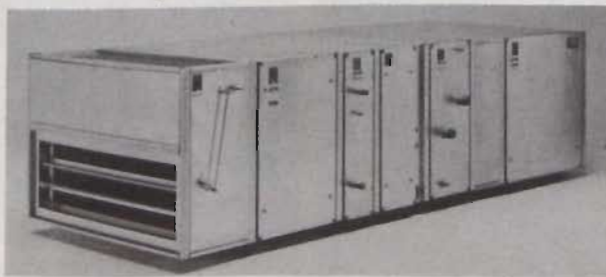


● Chairman Hugh Munro presenting his prize to winner Brendan Sheehan.

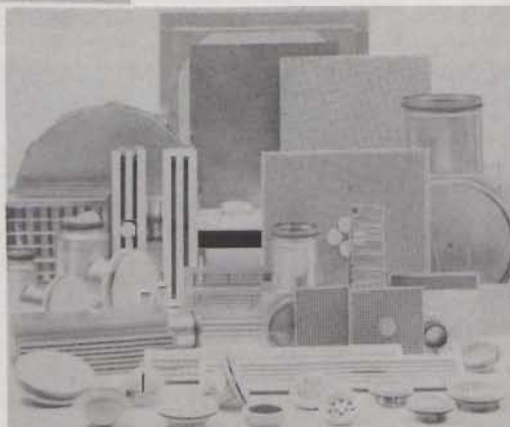
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CIBSE NEWS

Golf Results

Ladies — 1st: Pat Egan (27 pts) on the break; 2nd: Kay Gillen (27 pts); 3rd: Lillian Burke (25 pts); 4th: Michelle Murphy (23 pts).

Visitors — 1st: Paul Kandels (35 pts) H 20 Back Nine; 2nd: Gerry Dunnion (35 pts) H 15; 3rd: Tom Ewing (34 pts) H 6; 4th: Terry O'Kegan (34 pts) H 10.

Chairman's Prize — Brendan Sheehan (37 pts) H 15; O'Neill Cup — Tony Gillen (39 pts) H 12.

Class 1 — 1st: Michael Perse (35 pts) H 13; 2nd: Michael Curley (34 pts) H 15.

Class II — 1st: Tom Wheelan (37 pts) H 16; 2nd: John Lawlor (35 pts) H 15 Jimmy Keogh Back Nine.

Class III — 1st: Tom Herlihy (35 pts) H 19; 2nd: Patrick O'Kane (36 pts) H 24.

Back Nine — Matt McKeon (21 pts) H 21; Ted Bourke (19 pts) H 9 Jerry Robinson Last Nine.

Front Nine — Jimmy Keogh (20 pts) H 16; Des Kelly (18 pts) H 20.

Other Category — 1st: Noel Memory (30 pts); 2nd: Larry Kane (28 pts); 3rd: Dave Egan (22 pts).



• Walker's table.



• Wilo's table.



• Michael Curley's table.



• Grundfos' table.



• Chairman Hugh Munro's table.



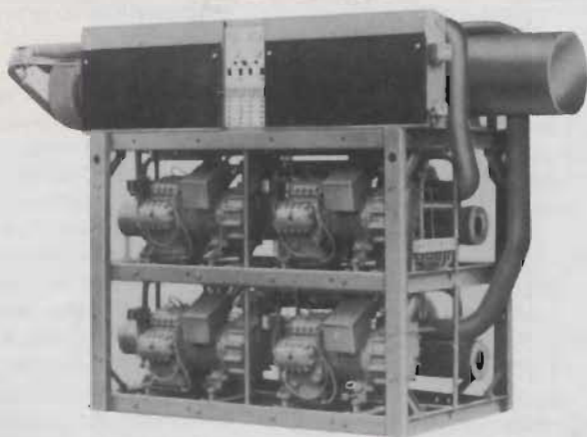
• H.A. O'Neill's table.



• Heatmerchants' table.

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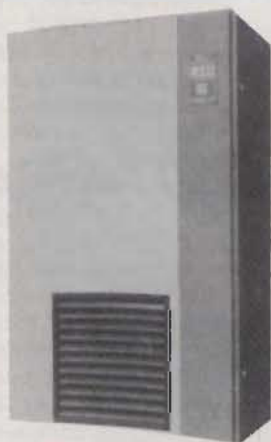


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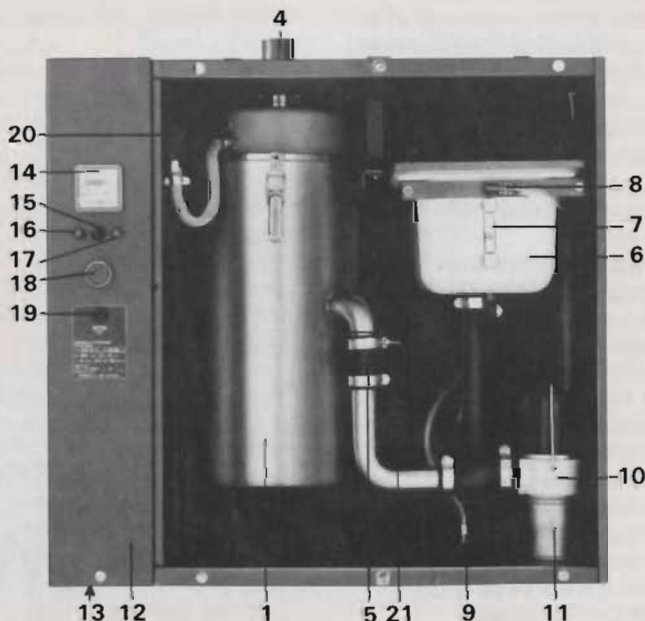
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Caption

- 1 Steam vessel
- 2 Special-purpose scale collecting bag
- 3 Tubular heating elements
- 4 Steam connection 1 1/4" / 2" B.S.P.
- 5 Union
- 6 Water Reservoir
- 7 Sight glass for water level
- 8 Pressure equalizing connection
- 9 Water supply connection 3/8" B.S.P.
- 10 Drain valve
- 11 Waste water connection 1 1/4" B.S.P.
- 12 Electr. control panel
- 13 Electr. mains connection
- 14 Hours Run Meter
- 15 Control Circuit Fuse
- 16 Pilot lamp (Appliance on), green
- 17 Pilot lamp (Fault), red
- 18 On/Off switch
- 19 Partial Dumping Pushbutton
- 20 Multi-Pin Plug and Socket
- 21 Safety Plug



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RADIATORS

Danfoss Optizone System

Danfoss has developed a new and advanced heating control system, the Optizone system, which exploits the fact that a building can be divided up into several zones, each with its own pattern of use.

The building need no longer be considered as a kind of heating entirety; a concept that has previously set limits on heat savings. The Optizone system matches the heat consumption to the personal activity pattern of the user. In this way the system minimises total energy consumption and maximises comfort.

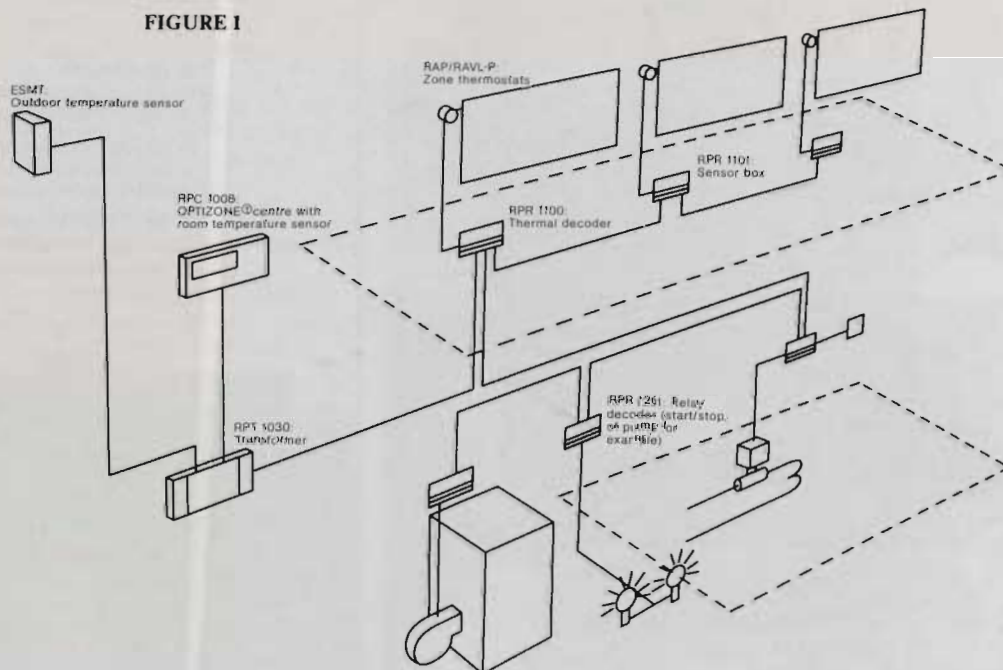
Radiator thermostats and microprocessors — The most important items in the Optizone system are Danfoss radiator thermostats and the central unit, the Optizone centre. Radiator thermostats for the Optizone system have been designated as "zone thermostats". They have an adjustable °C scale and a special remote sensor. Their function is the same as any other Danfoss radiator thermostat, i.e. to ensure constant individual room comfort temperature, but now only when the room concerned is being used! In rooms not being used, heat can be saved by reducing the temperature. It is here the Optizone centre comes into the picture.

The Optizone centre is built around a microprocessor and is a fully electronic control unit. It can be programmed to control zone thermostats distributed in up to eight different zones so that the temperature in each of those zones is controlled to suit the associated pattern of use.

The Optizone system combines the well-known regulating qualities of Danfoss radiator thermostats with the ability of the microprocessor to register, remember, and process data.

Programmed heat control in selected zones — The demand is decided by the user — or rather, his or her pattern of activities. All the user has to do

FIGURE 1



is key in the desired programme for each of the eight zones on the Optizone centre. A zone can be a single room, the domestic hot water system, or another service.

Once the Optizone centre has been programmed, the user can forget all about heat control. The centre ensures that the programme is followed and that the zones have set-back temperature and comfort-temperature at the required times.

System configuration — The Optizone system is configured as shown in Figure 1. The zone thermostat receives signals from the Optizone centre via a thermal decoder that houses the zone thermostat remote sensor. A thermal decoder receives signals from the Optizone centre through a two-wire bus.

The Optizone system can also be connected to existing water compensation systems, e.g. Danfoss ECT 5000.

Further facilities offered by the Optizone system are:

Zone optimisation — The Optizone centre has an "optimizer" function which can calculate when heat must be turned on in each zone to

ensure that the desired temperature in the zones is reached at precisely the right times, and when heating must be turned off to save as much energy as possible.

The calculation is based on information keyed into the Optizone centre, about heating system capacity, room constants (heat accumulation capability), length of setback periods, and outdoor temperature.

Plus comfort — It is also possible to key in "plus comfort" for selected rooms. This is a function that takes into consideration the fact that people do not move about as much in the evenings. For example, the living room temperature can be gradually increased by 1.5°C from 7.00 to 10.00 and held at this level until the room is set on set-back temperature.

Economy start — A "slow function" can be selected to give a longer heat up phase in selected rooms. This gradual heating up gives better utilisation of heat in the system — an advantage for district heating customers who pay for heating water by the cubic meter.

Zone boost — Discomfort

caused by "cold radiation" from unheated walls can be eliminated by selecting a boost function in the heat-up phase. This raises the room temperature to 1.5°C more than the set comfort temperature for the first two hours of the period of use.

Holiday programmes — The normal pattern of use can be interrupted by holiday programmes if the house is to be left for a time or if a few days are to be spent at home. It is possible to programme holiday periods of up to 24 days. When the holiday is over, the Optizone centre automatically returns to the normal programme.

Temporary changes — Obviously, it can be necessary to override the normal programme temporarily; a guest might arrive for example. At the push of a button, all zones can be set on comfort-temperature or set-back temperatures for a certain number of hours. To avoid wasting heat when airing, there is a special airing button which when operated sets the rooms on set-back temperature for an hour.

Total system control — The interplay between the heat control in individual zones and

RADIATORS

the central functions of the system: boiler, circulation pumps, etc., is governed by eight fixed functions in the Optizone centre. The central system functions are controlled depending on the pattern of use of the system so that the total control is optimised.

Control of other services — The Optizone system can, via relay decoders, control many services other than heating, e.g. lamps, ventilation, advertising and display illumination, etc. In addition, the Optizone system incorporates safety functions such as frost protection, power backup and automatic operational control.

Application — The Optizone system is particularly suitable for smaller commercial buildings, combined residential and business premises, and large houses where the many possibilities it offers can be fully utilised. The system is exceptionally flexible, simple and discreet in its installation.

Further information is available on request from J J Sampson & Son, (Tel: 268111).

Diamond — 'The Radiator For The Future'

The Diamond range of high-efficiency convector radiators was designed to give much greater heat output and take up less space than ordinary radiators.

At a time when the running costs of a central heating system is as important as the installation cost, it is essential to every householder that their system is the most efficient available.

The narrow waterways of the Diamond radiator hold less water therefore the whole system heats up faster. As the hot water circulates, the increased convector fins on the back of the radiator efficiently disperse this heat.

Because Diamond radiators are so much more efficient, they are made smaller, so they allow greater design flexibility, and being smaller, they are easier and quicker to install.

Diamond radiators have been independently certified by

BSI to BS3528 and carry the British Standard Kitemark which also means that they are quality assured and comply with BSI 5750. They are available in two models — single and double panel — and — and are supplied in a choice of five heights and up to 18 lengths. Diamond — elegant, energy saving radiators for the future.

Outputs: Heat outputs have been derived from official independent British Standards Institute tests conducted in laboratory conditions, the object of which was to provide an accurate analysis of radiator output.

Painting: The Dia-norm is degreased, phosphated, dipped in a primer and stoved in a special paint plant before being epoxy-coated in a light ivory colour and again stoved at 230° Celsius. A minimum thickness of 0.12mm paint protects each Dia-norm against corrosion.

Test Pressure: Each radiator is tested at a pressure of 7 bar (100 lbs. p.s.i.).

Water Content: Diamond radiators have an extremely low

water content. This provides immediate reaction to control changes and because less water needs to be heated up this tends to save energy.

Further information is available from Heatmerchants Ltd, Industrial Estate, Hebron Road, Kilkenny, (Tel: 056-62224).

Barlo Radiators — Designed For Living With

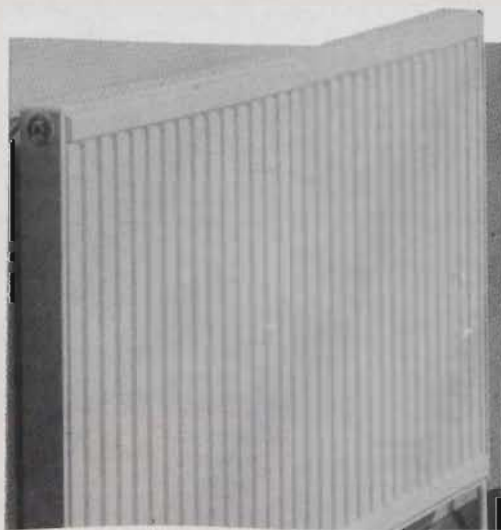
Earlier this year, in April to be precise, Barlo launched a new radiator range called Superplus comprising high-output, convector models. Since then they have achieved significant market penetration and complement perfectly the total Barlo range.

Radiators are often positioned very prominently, so good looks are important, which is one of the main reasons Barlo designed their radiators with a rolled top, instead of a conventional

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welded top seam. But an attractive appearance isn't the only reason. They're easier to clean and safer too, with no sharp top edge to injure tiny hands or snag clothes.

Barlo radiators are specially designed for this country. This gives several benefits over most other radiators, which are adapted from Continental designs.

There are no unnecessary fittings at the top which push the radiator further away from the wall than it needs to be. Even when a double panel radiator is needed, Barlo manufacturing technology enables them to make a significantly slimmer radiator than many of its competitors, which in turn leaves more room for living. To complete the slim elegance of the Barlo range concealed mounting brackets are also provided.

Convactor fins welded to the back of a panel radiator dramatically increase heat output. Almost all manufacturers offer some type of convactor radiator, usually with a version of a type of fin,

which is welded to the panel between each of the waterways.

The Barlo convactor incorporates a high-technology fin design with the fin welded to the panel both between the waterway and on the waterway itself. This design puts much more of the fin surface into contact with the heated surface of the panel, thus providing substantially increased heat output compared to ordinary convactor radiators.

This technology ensures that the Barlo high output convactor radiators give you the neatest, most compact solution for those hard to heat places like bathrooms.

Behind Barlo's good looks is a toughness and durability that comes from meeting only the most demanding manufacturing standards. Barlo tests each and every radiator at 105 lbs per sq inch, which is many times the working pressure normally used on a domestic central heating system.

After a 6-stage cleaning, degreasing and anti-rust process, they are fully



• Barlo radiators have a rolled top design instead of the conventional welded top-seam.

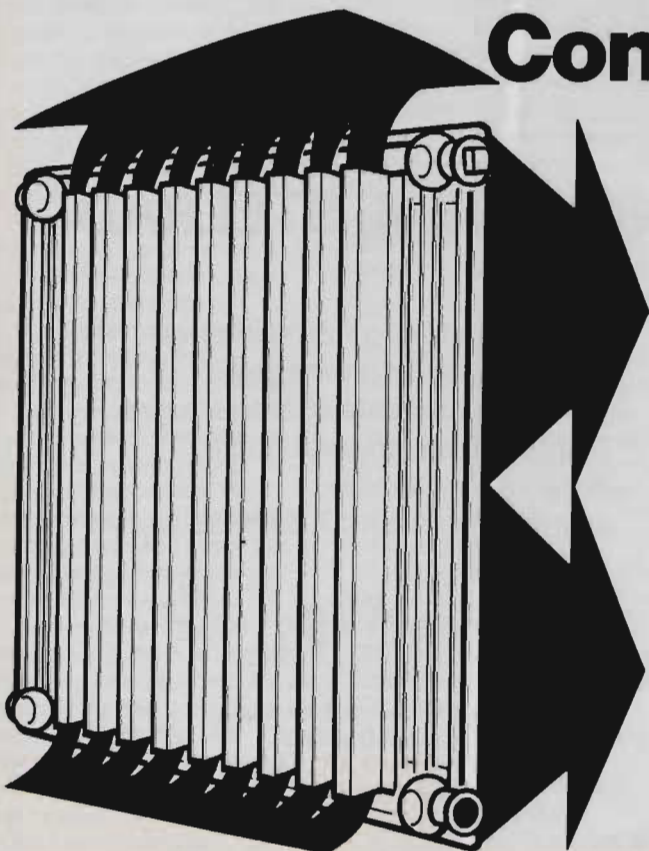
immersed in a satin primer to give them their attractive finish. Each radiator is individually packaged for protection during transit and installation.

All manufacturing methods and procedures comply with the British Standards Institution

Kitemark programme for certifying both heat outputs and the quality of manufacture.

For further details contact Barlo Heating Ltd, John F Kennedy Avenue, Dublin 12, (Tel: 504106).

The new Dia-norm 'DIAMOND' Convactor Radiator



More Grace ... Less Space

When you come up with a convactor radiator that gives up to 20% greater output than its predecessors, the sensible thing to do is to make it smaller — which we have. The revolutionary new Dia-norm 'DIAMOND' is smaller to handle and therefore easier to install: Taking up less space in the room yet providing the same amount of heat. It is finished with a stoved coating which carries a five year guarantee.

- Smaller size — more efficiency.
- Low water content — high convection.
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RADIATORS

Thor Radiators From H&V

Thor radiators are manufactured to the following conformity of standards — DIN 4704 as well with the requirements of BS 3528/1977, A.M.D. 4206:1833 and 4223:1983. Convector type space heaters for operating with hot water. All radiators have T. B.O.E. connections for the benefit of architects, engineers and heating installers.

The stock range is ex-stores, which carries up to 3000-4000 panels and accessories. Stocks are carried in the following sizes — heights: 370 mm, 545 mm, 645 mm, K1 single panel/single convector; K2 Double panel/double convector; Lengths: 400 mm — 2000 mm.

New additional low-line convectors are due shortly and sizes will vary from 100 mm high to 200 mm high; Lengths: 1000 mm to 6000 mm.

These famous Thor radiators have a 5-year guarantee from

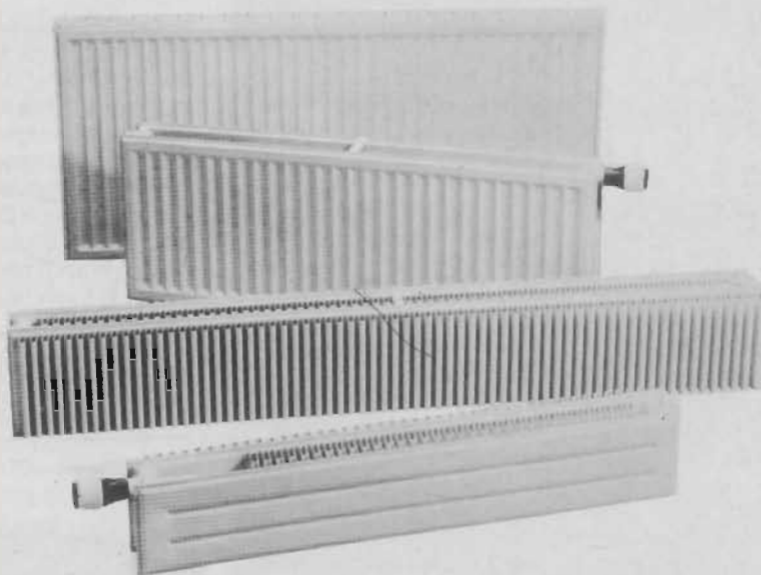
the date of installation. The material is cold rolled 1.25 mm steel (17/18 swg) BS 3528/1977 specifies 7 bar. The convectors have fins, welded directly to the waterway. They have 100 mm intervals. The test pressure is 12.5 bar (181 P.S.I.) B.S. 3528-1977 specifies 7 bar. Working pressure max 8 Bar (116 P.S.I.). They use

universal brackets.

The finish on Thor radiators is the best of all. The radiators are de-greased, iron phosphated, then air dried, anti-rust synthetic primer coated, and finally finished to a high quality surface by electrostatically polyester powder coating and oven heated at 200°C. All radiators

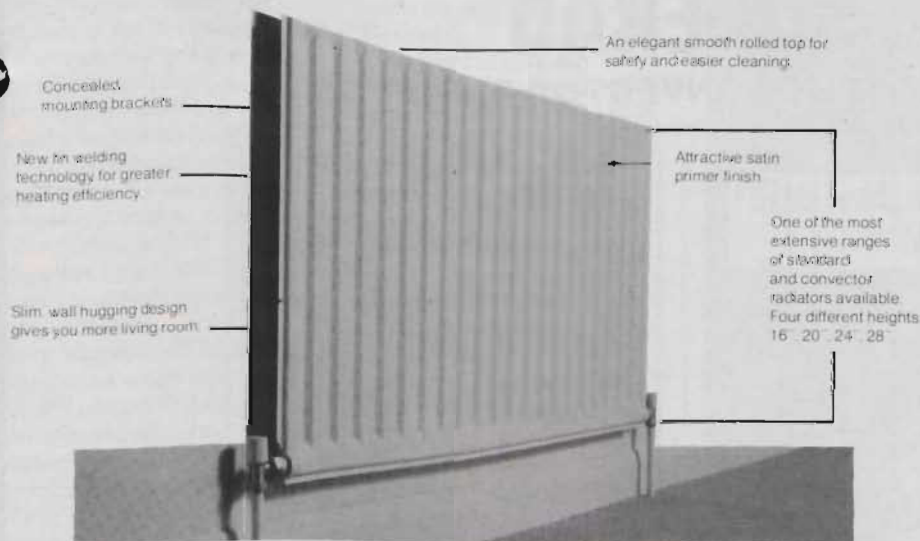
are then shrink-wrapped and packed with factory fitted top-grills and side panels.

Designed and manufactured in Denmark, Thor radiators are of first-class quality and are distributed by H&V Distributors Ltd, Dubber Cross, St Margaret's Road, Finglas, Dublin 11, (Tel: 345457/345561).



• Details on the entire Thor range are available from H&V Distributors.

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Superad Radiators — Made To Exacting Standards

Distributed solely by AHL in Ireland, the Superad convector radiators are made to exacting continental standards by Ribe Terindustry of Denmark. The radiators have a high volume of sales in Germany, Austria, Holland, Belgium, France, Scandinavia, Cyprus and of course Denmark.

Before launching these low water content, high-output, convector radiators on the Irish market, Associated Hardware submitted them to the IIRS for testing. The tests were carried out for both construction and heat outputs. Superad radiators passed both tests with flying colours and AHL confidently states that they are manufactured to BS 3528, 1977, DIN Standard 4702, 4703, 4704. Outputs quoted and thickness of plate used are

in accordance with these Standards.

AHL claims that Superad are the first radiators either being manufactured or distributed in Ireland to have been submitted to the IIRS to prove that they conform to the relevant Standards and that BTU outputs being claimed are correct in accordance with these Standards.

Your local HomeValue associated Hardware store is once again first in offering proven top-class product at highly-competitive prices. A total home heating package of radiators, boiler and burner is now available ex-stock from over 50 stores nationwide.

Full details are available from Associated Hardware Ltd, Elmfield, Ninth Lock Road, Dublin 22, (Tel: 573583; Telex: 33258 AHL EI; Fax: 573801).

New Clyde/Ferroli Radiator

Clyde Systems, one of Ireland's leading radiator distributors,

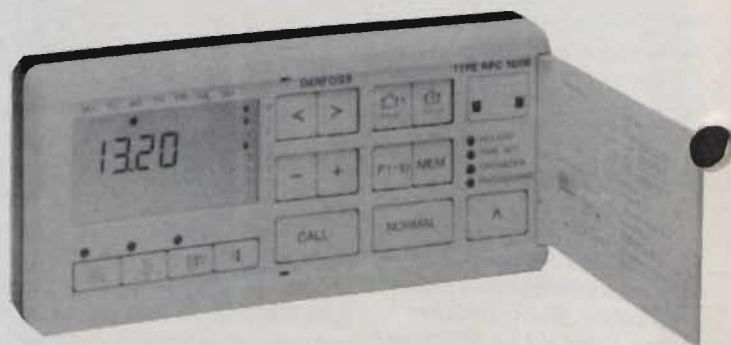
has just announced the arrival of the new Ferroli super convector panel radiator on the Irish market. This low water content high-output radiator is even more compact in size than the previous models. This is due to its unique design which incorporates double fins welded to each waterway which results in a very high heat transfer.

The radiator is very attractive in appearance, extremely compact and is provided with

four half inch connections. It comes individually shrink-packed with plug, vent and brackets.

This new radiator enables Clyde Systems to offer a high-quality radiator with a very attractive finish at an extremely competitive price.

Further details may be had from Peter McKeon, Director, Clyde Systems Ltd, John F Kennedy Road, Dublin 12, (Tel: 507844).



• Danfoss RPC 1008 from J J Sampson & Son.

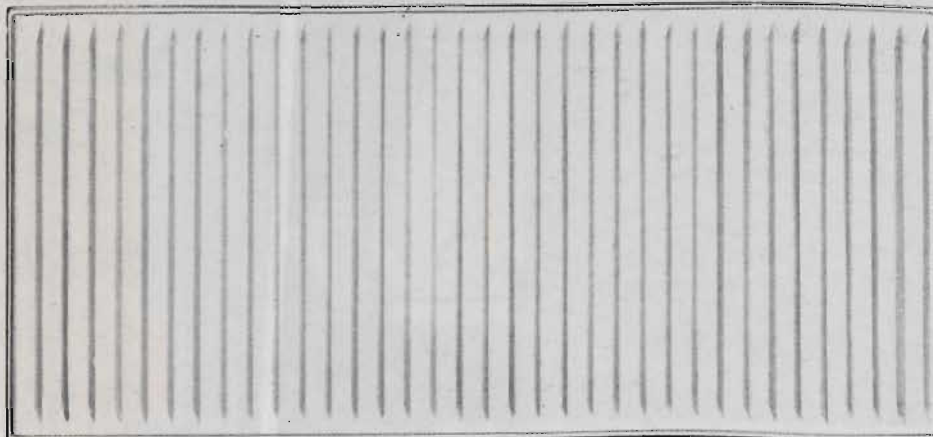
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HIGH OUTPUT CONVECTOR RADIATOR



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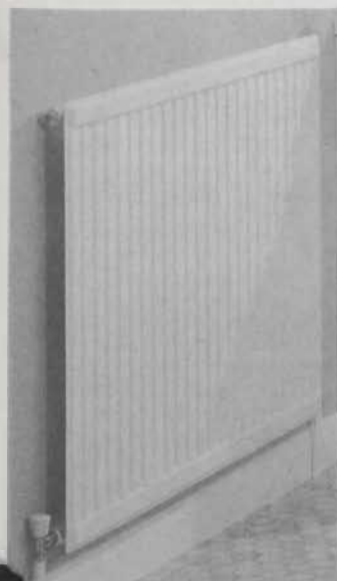
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Elmfield, Ninth Lock Road, Clondalkin, Dublin 22.
Telephone (01) 573583

RADIATORS

et al.: Irish H & V News

Stelrad Accord — The Irish Connection



The Accord radiator range by Ideal Stelrad is available from Davies of Fairview.

No other radiator in Ireland offers you better performance for your money than Accord, according to Davies of Fairview. To back up this claim they cite official and independent BSI tests conducted in strictly controlled laboratory conditions.

As a result of the tests, Accord has won BSI Kitemark Certification.

The Kitemark is your assurance of accurate output claims and consistently high standards of performance. Only a select few have earned the accolade of the BSI Kitemark.

There are four types of Accord radiator to choose from, each available in a wide range of lengths and outputs. Accord can match your requirements for warmth and wallspace, precisely.

The Stelrad Accord represents a great stride forward in radiator design. Now you benefit from a very attractively-designed radiator with slimmer waterways, rounded corners and no protrusions to spoil the pleasingly clean design lines. The engineering quality of the radiator is immediately apparent.

Each radiator is designed to work for you in different ways while at the same time presenting a uniform outward appearance. There is a single panel radiator — the Accord Pl. The other radiators are

convector radiators.

These are fitted with a convector surface which deflects the heat from the radiator upwards into the room rather than be wastefully absorbed by the wall behind the radiator.

The Accord KI is a single panel with one convector surface. The Accord P Plus is a double panel radiator with one convector surface. The Accord K2 is a double panel radiator with two convector surfaces. Each has a different heat output. This gives the central heating installer tremendous flexibility in radiator specification. He can recommend the Accord in the types and sizes which provide the right levels of comfort without fitting unnecessarily large radiators and taking up too much wall space.

Every Accord is ready painted in high gloss Arctic White — a finish acceptable in most colour schemes. If you wish to match another colour exactly — simply repaint using a good quality oil-based paint.

Additionally, Stelrad have had a manufacturing plant at Clieveragh, Listowel, Co. Kerry since 1970.

Currently they employ 65 people in this plant and operate two shifts. Speaking to the factory manager recently, I understand that within the next few weeks they are considering implementing a further shift to match the requirements of the sales needs.

The plant at Listowel produces the tappings for all the radiators sold by Davies in the United Kingdom and this year they anticipate selling approximately 3.5 million radiators in total.

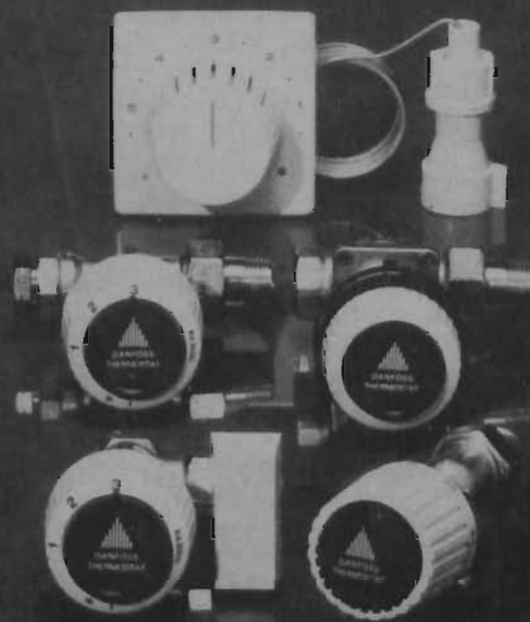
With each radiator needing four tappings, one can appreciate the number of units being produced at this plant in any given year. As you can appreciate the contribution from Listowel to our sales is significant.

The above confirms the company's involvement within the Irish economy for the last 17 years while as an organisation they have sold "Ideal" products into the Irish market for at least 50 years.

Full details from Davies of Fairview, 6-8 Richmond Avenue, Fairview, Dublin 3, (Tel: 376076); Telex: 33587.

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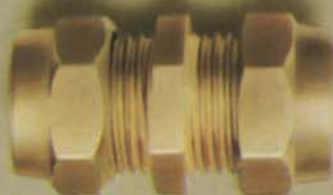
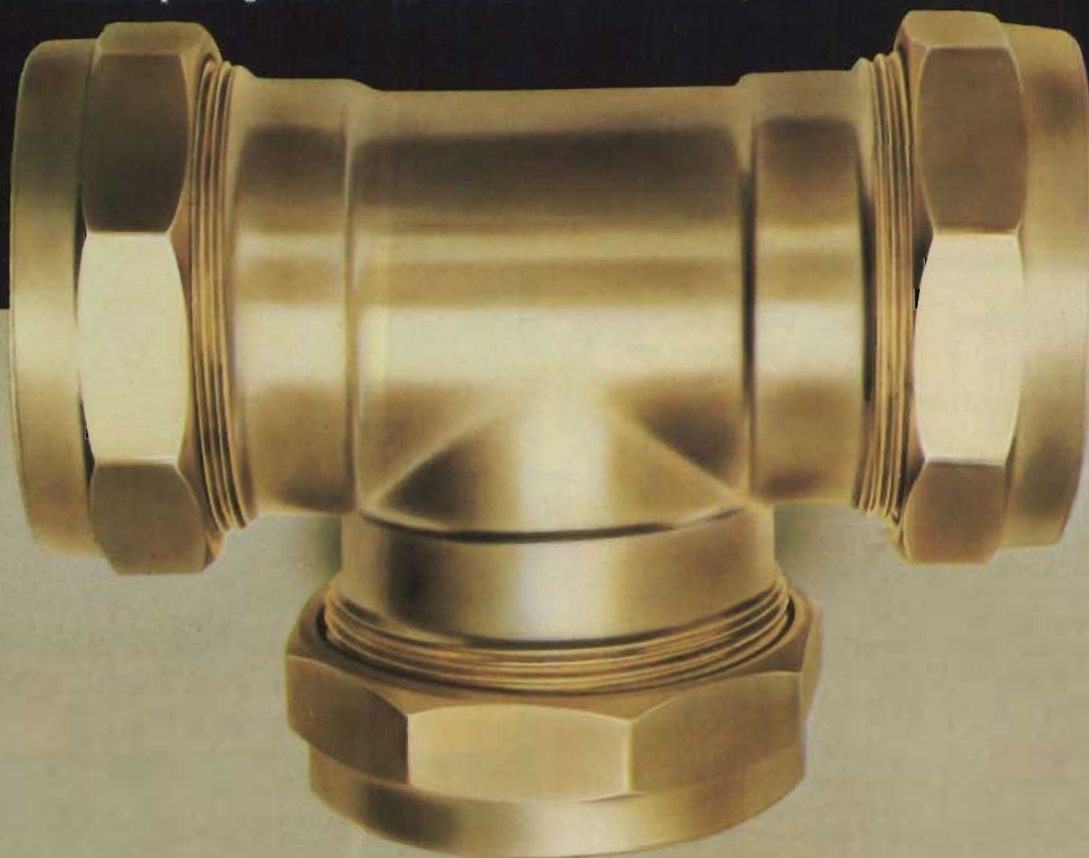
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The Case for Fully Insulated Ground Floor Slabs

It would seem that the floor slab is the Cinderella of the insulated components of a building. We are all aware of the benefits of wall and roof insulation, but generally, there is not the same clarity of thought with regard to the way in which ground floor slab insulation works. Indeed, the insulation of ground floor slabs has been a point of controversy for the past number of years.

One of the major problems is the estimation of the thermal conductivity of the soil under the house. Measurements have been made to dry gravel sites, damp boulder clay sites and clay sites where the water table was within 0.3m of the surface. It need only be mentioned here that the dry gravel site will "steal" less heat from a house than a damp clay site. Worst of all is the site where the water table is near the surface — this results in a serious heat loss through the floor.

Balanced Thermal Capacity

Another point which must be considered is the thermal capacity of the floor slab and the underlying soil. By this is meant the amount of energy which is required to lift this combination of concrete and soil by 1° Celsius. If this thermal capacity is very large it will tend to be a drag on the heating system. On the other hand if it is extremely low the floor cannot have a moderating effect on temperature swings — rather like the way temperature can fluctuate wildly in a caravan, simply because it has no thermal mass.

It would appear, therefore, that what is best for a dwelling, from the comfort viewpoint, is a floor slab with a balanced amount of thermal capacity. This is achieved with a concrete floor slab which is 100mm-150mm thick — but no more. If the floor slab is not decoupled from the soil by way of a layer of insulation then the heating system will be attempting to heat a large

Earlier this year, Bill Quigley of Cement-Roadstone Holdings plc, presented the following paper to a CII Conference on ground floor insulation, organised by the Polystyrene Moulders Association.

volume of soil under a house. The net result can be a permanently cool floor slab which can adversely affect the comfort conditions within the house.

Two Basic Considerations

The two basic considerations are therefore:

(1) In a site with a high water table level, full floor insulation is required and can be fully justified by way of the energy savings involved, and,

(2) With any site, it is necessary to decouple the floor slab from the underlying soil in order to have a balanced amount of thermal capacity within the house.

Clearly then the full floor insulation is carrying out two major functions which perimeter floor insulation cannot do — that is reducing the heat loss to the ground and controlling the thermal capacity of the floor. It is concluded therefore that all new houses should have full floor insulation rather than perimeter floor insulation.

Experiments

It is extraordinary that, in Europe as a whole, there exists such a small amount of experimental data in this area of heat loss through ground floor slabs. In Ireland, there is a growing body of knowledge and understanding from two experiments. The first is at Knocklyon, in Co. Dublin, and it formed a part of the CRH/EEC Demonstration Project. The second was some very useful work

which was carried out by An Foras Forbartha at their test houses in Mulhuddert, Co. Dublin. Neither of these experiments are complete in either the scope of measurements taken or their time horizons. It must be remembered that in order to have conclusive results measurements would have to be taken over a number of years. However, the earlier trends mentioned are quite clear. In very wet sites the heat loss through the floor is higher than expected, while with a drier site it is about what one would expect.

From the experimentation at Knocklyon it is clear that, from the energy viewpoint, it is important to fully insulate the ground floor slab when the site is a wet site; 50mm of full floor insulation was used at Knocklyon and this must be regarded as the minimum. The results at Knocklyon were achieved over a two-year period and the comparison was made on the basis of two detached houses — one with the floor fully insulated, the other with perimeter floor insulation.

Two further experiments are of interest. One was carried out by the Open University Energy Research Group for the Milton Keynes Development Corporation in the UK. The low energy houses which they monitored were at Great Linford in Milton Keynes and the site was, like Knocklyon, a wet clay site. In short, the results were similar to those achieved in Knocklyon and they concluded their experiment by adding 50mm of expanded polystyrene over

the whole floor of the house. The second experiment was also carried out in the U.K., at Wexham Springs in Buckinghamshire by the Cement and Concrete Association. The site was a dry, well drained gravel site and the heat loss through the floor slab was less than would have been predicted by the CIBS calculation method. Hence, it would appear that experimentation backs up the thesis that dry sites will steal considerably less heat from a house than a very wet site.

Conclusions

The main conclusion is that perimeter floor insulation is not sufficient for ground floor slabs in housing. It is far preferable to fully insulate the floor slab. Two major benefits accrue. Firstly, the floor slab will provide a balanced amount of thermal capacity and hence will increase comfort conditions in the house. Secondly, in damp, and particularly in wet sites, the insulation can be justified in energy savings alone without any reference to the thermal capacity benefits.

If the site is a very wet site, as was the case in the Knocklyon and Milton Keynes experiments, it is recommended that 75mm of insulation should be used. This, of course, relates to a house which is being heated throughout the day and until, say, 11.30 pm at night.

One final sobering thought on ground floor slab insulation is this — if you decide to leave full ground floor insulation out, for whatever reason, you cannot go back on that decision once the house is built. The economics of lifting a floor slab rule out retro-fitting the insulation under the slab while headroom and door heights would preclude placing insulation and a 75mm screed over an existing floor slab.

It would seem, therefore, that the safest and best bet is to fully insulate the floor slabs of all new houses.

PLUMLINES



PLUMLINES

My congratulations to Brendan Dalton, Managing Director of **Dalsimor**, on receipt of the "Irish Product Award for 1987" recently.

Dalsimor is a young north-Dublin based company — called Dalsimor Corporation Ltd — who manufacture tropical instant electric showers. They have been competing successfully against 16 imported brands since the summer of 1985 and now supply all the major hardware, building and plumbing providers and electrical merchants in the country, including the Electricity Supply Board nationwide.

The company was presented with the award by the Minister of Trade and Marketing — Seamus Brennan TD. The "Irish Product Award" was instituted by Coras Trachtala, the Irish Goods Council, the IDA, the Irish Hardware Association and Switzers Group.

★ ★ ★ ★ ★ ★ ★ ★

Still with awards and on the **import-substitution** trail, I see that **Frank Brophy** has received the IDA/Wang "Company of the Month" award for September. Frank's Redbro has undergone a major transition over the last few years doing



• Karen Kay serenading Gerry "Rosco" Ross in Scotland recently.

a complete about-turn from being a distributor to a manufacturer.

Redbro first began manufacturing in 1981 having been originally set up in 1973. However, in the last few years in particular the **switch to manufacturing** its own requirements was accelerated to the point where it now produces a wide range of heating and ventilation equipment.

Frank owns and manages the company with the able assistance of **John Ennis** who is equally well known and respected within the industry.

The range of equipment produced includes air handling units and storage and warm air heaters for both domestic and industrial use. In addition to producing units for the Irish marketplace, Redbro has just

recently — like so many others — **turned its attention** to the UK market.

The 46-strong workforce is now keenly aware of the **export potential** awaiting servicing so my best wishes to you all in your efforts to secure a strong foothold in the export scene.

★ ★ ★ ★ ★ ★ ★ ★

Last month I mentioned the Grundfos Holiday Bonanza promotion (see page 4 for this month's winners) which obviously prompted **Brendan Morgan** of Hamco Enterprises in Tullamore to remind me of his current incentive programme.

He too is planning something of a holiday bonanza but the nature of the proposed trip involves a **week in the Algarve** in the company of approximately 30 others.

Such incentives are very popular in the consumer electronic sector and it's interesting to see more and more of this type of effort being employed by the **building services** sector.

★ ★ ★ ★ ★ ★ ★ ★

And what's this I hear about **Gerry Ross** of Walkers. "Rosco", as he is affectionately known throughout the industry, was apparently in glowing from in Scotland recently (see our picture) thanks to the serenading attentions of singer Karen Kay.

The occasion was the annual UK-held **Walker Golf** Tournament at Gleddoch House Hotel, Golf and Country Club near Glasgow. The dinner and evening entertainment which followed the golf reached a "crescendo" I'm told with celebrity guest

singer Ms Kay **serenading Rosco**.

On a more serious note the evening ended with St£1,500 being raised and presented to Karen for the charity Childcare.

Sorry Rosco, I simply couldn't resist using this gem.

★ ★ ★ ★ ★ ★ ★ ★

Finally I want to dispel any fears merchants and contractors might have concerning a **"black list"** being operated by the major suppliers. This again is a rumour which has reached **"fact"** status in recent weeks.

I contacted some of those said to be operating the scheme (there are supposed to be 22 in all) and found that no such list exists. However, I did determine that some of the name I was given subscribe to a credit information service — **Hinson International**.

This is a professional credit information service which compiles financial dossiers and reports on **any** company within **any** industry for a paid **subscription fee** which is graded to approximate with the level and frequency of information sought.

FERNOX®

Product Review



Blocks without clogging

By adding FERNOX LS-1 to the circulating water of the heating system, most weeps and small leaks in those awkward inaccessible places can be sealed. FERNOX LS-1 forms a soft internal seal to block the leak within 5–50 minutes without clogging pumps, valves or air vents.

More than just a jointing compound



also a leak sealer!

Ideal for both screwed and compression joints. FERNOX LS-X does not shrink or crack with age; in central heating systems this eliminates a possible source of micro air leaks. LS-X does not set rock hard, so joints can be undone easily. It can be applied to wet or dry surfaces and used for making emergency repairs to burst pipes and leaking radiators.

Clear away the sludge and let the heat come through.

All sludge fouled systems can have their heating efficiency restored with an appropriate cleansing treatment. Systems up to about 12 years old can be cleansed to a state 'just like new' with FERNOX DS-9; whilst the heating efficiency of older systems can be improved by flushing with FERNOX FLOC and separate boiler descaling with DS-9. Even brand new heating systems benefit from Commission Cleansing with FERNOX BC-10. This removes light rusting from radiators, prevents lime scale formation in the boiler whilst testing, and neutralises any corrosive flux residues.



'Specifically' better for Corrosion-Proofing

FERNOX Corrosion-Proofers have been formulated to suit *specific* system conditions. MB-1 for systems with cast iron/steel boilers; CP-3 for tubular boilers; and COPAL for systems containing aluminium. Being *specific* means NO compromise and the best performance. It also means more *specific* features such as boiler noise and scale prevention, pump lubrication, and bacterial control. It results in a long lasting Corrosion-Proof, not a mere short term inhibitor. These are just some of the *specific* factors which have made FERNOX the professionals choice.



Gas Leaks? Spot the trouble with a bubble.

Pipe joints and connections can be checked for gas leaks by the simple application of FERNOX AC-2 LEAKTEST. Leaks are pinpointed by the formation of a bubble or a stable foam. AC-2 is NON-CORROSIVE, free from oil and grease, harmless to skin, slow drying and suitable for use on hot or cold surfaces. FERNOX AC-2 the inexpensive leak detector.

Keeps frost at bay while the family's away.

In freezing weather, central heating systems in unoccupied buildings can suffer serious frost damage. A complete drain down is difficult to achieve and would result in extensive oxidic corrosion. Protect with a NON-TOXIC anti-freeze. Use FERNOX FP-PH with a FERNOX Corrosion-Proof, or simply the fully inhibited FERNOX ALPHI-11.

Also available: Refractometers to check anti-freeze concentration.



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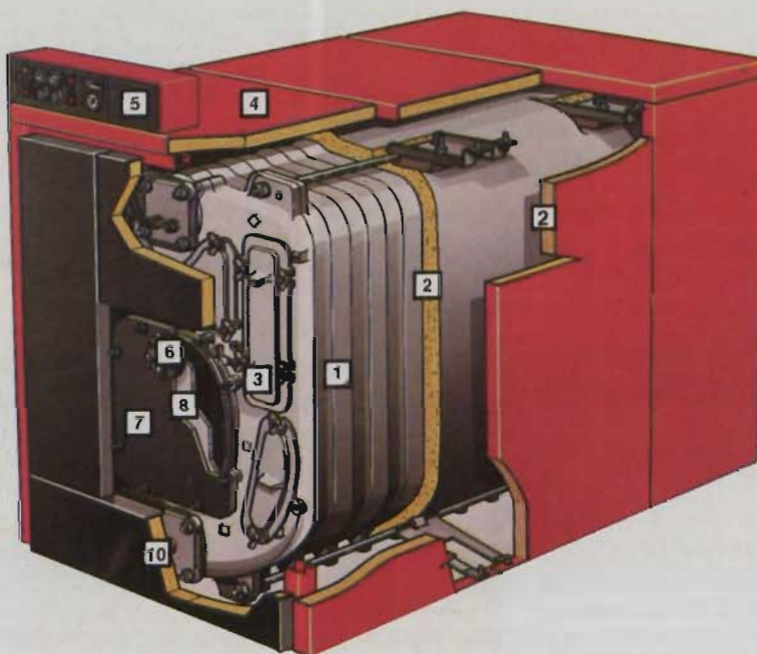


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The CHAPPÉE cast-iron expertise allows perfectly safe, low temperature operation (flow: 40° C

minimum) in connection with direct action of regulation on burner.

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